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From: milesrealestate@yahoo.com [mailto:milesrealestate@yahoo.com]
Sent: Wednesday, October 19, 2005 5:12 PM
To: ATR-Real Estate Workshop
Cc: FTCDOJworkshop@realtors.org
Subject: MLS & Real Estate Competition

I personally go above and beyond the customer's expectations to provide outstanding, personalized service. Yet I continue to find myself working for less and less money. Although property values are higher, lower compensation (caused by high competitiveness) still create a shortfall of earnings. If I cannot afford to provide additional, valuable service to my customers, they will be the ones who ultimately suffer.

REALTORS pay for access to membership in the MLS System as a professional tool to list and access current listings. Amid much competition, we work very hard for our customers and provide a very valuable service. The MLS is a cooperative, broker-to-broker offer of cooperation and compensation that help both brokers and customers buy and sell homes. It is not a public utility, nor should it be. The rules of the MLS achieve a delicate balance between respecting the rights of listing brokers so they will continue to be willing to contribute their inventory of listings and permitting cooperating brokers the ability to show those listings and be assured of receiving compensation if they bring about a successful sale.

The beauty of the MLS is that it allows real estate brokerages of every size to compete on a level playing field. It gives all of us access to an inventory of property listings that we are able to show and sell to our clients.

Thank you for your consideration in this matter.

Gina Miles

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